

## Message Text

UNCLASSIFIED

PAGE 01 FRANKF 03787 121404Z

43

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 PA-02 PRS-01 USIA-15 /038 W

----- 015916

R 121349Z JUN 75

FM AMCONSUL FRANKFURT

TO AMEMBASSY DAMASCUS

INFO AMEMBASSY BONN

AMEMBASSY BEIRUT

SECSTATE WASHDC 384

USDOC WASHDC

UNCLAS FRANKFURT 3787

E.O. 11652: NA

TAGS: BEXP, SY

SUBJECT: DAMASCUS INTERNATIONAL FAIR

USDOC FOR CAGNE

REF: DAMASCUS 2094

1. FRANKFURT PASSED INFORMATION CONTAINED REFTTEL TO MR. A.A. NELSON, VP CLARK INTERNATIONAL MARKETING, WIESBADEN AND STRESSED IMPORTANCE OF CLARK'S PARTICIPATION AT U.S. COMMERICAL PRESENCE EFFORT AT DAMASCUS INTERNATIONAL FAIR.

2. MR. NELSON CITED SEVERAL REASONS FOR HIS INITIAL DISINCLINATION TO PARTICIPATE: (A) CLARK ALREADY WELL-CONNECTED TO SMALL EXISTING UNIVERSE OF SYRIAN CUSTOMERS: (B) REGARDING MERCHANDISE IN TRANIST TO SYRIA, NELSON FEARS SYRIAN CUSTOMERS MIGHT WELL WANT TO TAKE DELIVERY RIGHT AWAY RATHER THAN ALLOWING IT TO BE DISPALYED.

3. HOWEVER, NELSON IS IN TOUCH WITH CLARK'S DISTRIBUTOR IN DAMASCUS REGARDING HIS POSSIBLE PARTICIPATION, AND SUGGESTS EMBASSY DAMASCUS ALSO APPROACH THIS LOCAL DEALER REGARDING SHOW PARTICIPATION:

TEMPCO -- THE ENGINEERING COMPANY

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26 RUE D'ARGENTINE

DAMASCUS

TELEPHONE: 22-96-40

TELEX: 110 71 SE TEMCO

ATTN: MR. WALID KOUDMANI, MANAGERSULSER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 12 JUN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Source:** CORE  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750205-0286  
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**Reference:** 75 DAMASCUS 2094  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** greeneet  
**Review Comment:** n/a  
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**Review Date:** 13 FEB 2003  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** DAMASCUS INTERNATIONAL FAIR USDOC FOR CAGNE  
**TAGS:** BEXP, SY  
**To:** DAMASCUS  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006